

officials and fatter salaries, but they ask you to pay out of your mite, the losses caused by their past official stealings. Again it is the doctor who pays—through the nose. The doctor is glad to get what is given him; he is a humble beast and an uncommercial; he will swallow almost anything that he is told, if told in a convincing way; he is long suffering; he is used to working hard and often getting nothing for his services, therefore he will be glad to be assured of even a pittance. Therefore the Equitable and the Mutual recently decided to join the New York Life in the payment of cheap fees, and have notified all their examiners that the fee for examinations will hereafter be \$3.00 for all policies of \$3,000 or less. Is not this asking you to pay for the other fellow's defalcation? The Equitable says this action is taken "by order of the President." The "President" is one Paul Morton, formerly of the Santa Fe, where, in an official capacity, he entered into illegal contracts with other roads and later only escaped criminal prosecution through the "strenuous" clemency of Mr. Theodore Roosevelt! Mr. Morton is receiving \$60,000 (or is it \$80,000) a year salary; possibly he earns this huge amount by thinking up ways and means for skimping the physicians, or in shaving the policy holders in ways that are not within the reach of the law; he certainly cannot be worth that amount unless it is for some such reason. Are you going to quietly submit to this dictation by the "honorable" (Heaven save the mark!) president of the Equitable, the one-time dishonest railroad official and whitewashed ex-cabinet member? Refuse to do any examining for any company that does not pay \$5.00 for your work. Stick to it; be honest about it. And don't be sympathetic if the agent whines that he will have to pay the extra \$2.00 out of his own pocket; he is making many times the amount out of each risk that you are getting and he can mighty well afford to pay the extra \$2.00, if he has to! As a matter of fact, he will not have to, for the companies will come to time if you stick to your determination and let them go hang.

On December 7th, a letter was sent to 27 members of the Proprietary Association of America whose business is actually or ostensibly with the medical profession, asking them to please explain what they meant by holding out one hand for our dollars and whacking us through the Press Committee of the P. A. of A., with the other. The result was interesting; three wrote, in more or less temperate vein, that they were "in" for business reasons and intended to retain their membership; four have not replied; twenty have notified us that they have resigned. Elsewhere we give a list of the 27 houses and their relation to the P. A. of A., so far as indicated by all advices received to date. A certain amount of self-respect was sacrificed in writing

to such houses as Chas. N. Crittenton Co.; Fellows Mfg. Co. (advertising in many "medical" journals that their preparation is a cure for consumption); Mellier Drug Co. (like peruna, this concern tried to reap a golden harvest from the yellow fever epidemic and advertised, in reading notices, that their nostrum was a cure for yellow fever); Micajah & Co.; Katharmon Chem. Co. (make a cod liver oil preparation not containing any oil!). Look over the list.

Other things being equal, it is no less than right that we should lend the weight of our influence and give our patronage to those manufacturers who indicate a desire and an intention to help us in the present fight against fraud, secrecy and graft in the nostrum business. Is it not so? Then just stop and think when you need plasters, etc., that Seabury & Johnson are members of the Proprietary Association of America (the representative organization of the "Great American Fraud") and Johnson & Johnson *are not*. These two houses make practically identical lines of goods; why not give the preference to the house that is with us as against the house that contributes to the support of an organization representing so many frauds? Why not remember to ask for and buy Johnson & Johnson's goods? You will be doing the right thing and helping in the fight.

A bill to improve the condition of the Medical Corps of the United States Army has been introduced into Congress. It is a very good bill and has the approval of the Secretary of War and the President. It does away with contract surgeons and increases the regular force to a number almost sufficient to meet the requirements of the service. Write to your representative and urge the passage of the bill. Also write to Mr. Julius Kahn, who is a member of the committee on Military Affairs.

There are some bills which we may safely assume will be introduced into the next legislature, and we might as well think them over and begin to prepare for them. Without doubt one of them will be a bill requiring the full formula to be published upon the label and on the outside wrapping of all "proprietary" or "patent medicines." A bill of this sort has been introduced in the legislature of every state meeting this winter, and we may profit by the experiences of the bills in these states. Opposing the passage of such a bill we find, first, practically all the newspapers, on account of the "red clause" (this we republish for your information); second, the Proprietary Association of America; third, the whisky trust and wholesale whisky dealers, for many large manufacturers of whisky are

#### PROPRIETARY ASSOCIATION.

#### THE NEXT LEGISLATURE.